

NORTHERN MANITOBA

BUSINESSES

1986

MBS 87-2

Price: \$25.00

September, 1987

Manitoba
Bureau of
Statistics



EXECUTIVE SUMMARY

The Manitoba Bureau of Statistics has developed a Northern Business Directory, a listing of Northern Manitoba businesses with their industrial and commercial capabilities.

The Northern Business Directory presently contains 1,413 businesses, which are categorized as Northern, Northern Native and Other, as defined in the introduction to this report. Of these businesses, 1,188 are classified as Northern, comprising 84.1% of the total, while 205 firms were classified as Northern Native and 20 firms as Other, accounting for 14.5% and 1.4% of the total respectively.

Total annual revenue for these 1,413 firms is estimated to be \$1,203 million with the average (median) annual revenue being \$183,000.

The total employment of these firms, consisting of both full-time and part-time employees, is estimated at 19,900 persons, which can be broken down into 14,000 full-time employees, and 5,900 part-time employees. The average (median) full-time employment per firm is estimated at 3 persons, with the average (median) number of part-time employees per firm also being estimated at 3 persons.

The greatest number of these Northern Businesses operate in the Community, Business and Personal Service group, with 469 firms comprising 33.2% of the total number of firms. The Wholesale and Retail Trade group consists of 438 firms, or 31.0% of the total, followed by 179 firms engaged in the Transportation, Communication and Other Utilities group, accounting for 12.7% of the total number of businesses. There are also 157 firms (11.1%) coded to the Construction sector. The remaining 170 firms, classified as Primary, Manufacturing, Finance, Insurance and Real Estate and Public Administration, account for 12.0% of the total.

The Thompson region was the reported location for 338 firms, or 23.9% of the total 1,413 businesses, followed by The Pas area with 308 firms and the Flin Flon area with 244 firms, accounting for 21.8% and 17.3% of the total respectively. The remaining 523 firms, comprising 37.0% of the total, are located throughout the 5 regions of Churchill, Northwest, Rail Line, North Interlake and Eastern as depicted by the map on page 8.

The 205 identified Northern Native businesses are concentrated in the Eastern and North Interlake regions with 69 (33.7%) and 50 (24.4%) firms respectively. In these regions, they account for more than 50% of all businesses. Northern Native businesses are found in all industry sectors ranging from 50 firms in the Community, Business and Personal Service sector, 48 in the Construction sector to one single business in the Finance, Insurance and Real Estate sector.

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INTRODUCTION

This report presents a statistical profile of the firms in the Northern Business component of the Manitoba Sourcing Directory. The Northern Business Directory, which was developed by the Manitoba Bureau of Statistics presently contains 1,413 Northern Manitoba (as defined by the Northern Affairs boundary line) businesses with their industrial and commercial capabilities. A copy of the questionnaire is included as Appendix A.

The data presented in this report shows the 1,413 firms surveyed during the August - December, 1986 update of the directory, by business status where business status is defined as:

Northern: refers to any Manitoba firm which maintains on a continuous basis - facilities, equipment and staff in Northern Manitoba (as defined by the Manitoba Northern Affairs boundary line).

Northern Native: refers to any firm owned and operated by Native residents of Northern Manitoba (as defined by the Manitoba Northern Affairs boundary line).

Other: refers to any firm not falling into the above 2 categories.

The Manitoba Bureau of Statistics can provide more detailed information for these Northern businesses on a cost recovery basis. To obtain more information or custom tabulations, please contact David Greenwood at 945-2989.

TABLE 1. NUMBER OF NORTHERN BUSINESSES : FULL-TIME AND PART-TIME EMPLOYMENT BY BUSINESS STATUS

NUMBER OF EMPLOYEES	BUSINESS STATUS						TOTAL			
	NORTHERN		NORTHERN NATIVE		OTHER		FULL-TIME		PART-TIME	
	FULL- TIME	PART- TIME	FULL- TIME	PART- TIME	FULL- TIME	PART- TIME	NUMBER OF FIRMS	PERCENT	NUMBER OF FIRMS	PERCENT
NOT ANSWERED	119	252	17	43	2	3	138	9.8%	298	21.1%
1 TO 4	735	691	125	105	7	7	867	61.4%	803	56.8%
5 TO 9	192	151	23	23	3	3	218	15.4%	177	12.5%
10 TO 19	85	54	18	21	1	5	104	7.4%	80	5.7%
20 TO 49	36	32	18	9	3	1	57	4.0%	42	3.0%
50 TO 99	12	5	3	3	-	1	15	1.1%	9	0.6%
100 TO 249	6	3	1	1	-	-	7	0.5%	4	0.3%
250 TO 499	3	-	-	-	-	-	3	0.2%	-	-
500 OR MORE	-	-	-	-	4	-	4	0.3%	-	-
TOTAL	1,188	1,188	205	205	20	20	1,413	100.0%	1,413	100.0%

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics

September, 1987

EMPLOYMENT

Total employment (both full-time and part-time or seasonal) is estimated at 19,900 persons: 14,000 full-time persons and 5,900 part-time or seasonal persons. The average (median) for full-time employment is estimated at three persons and the average (median) part-time or seasonal employment is also estimated at 3 persons. These estimates have been derived from the 1,404 firms reporting employment.

Information on full-time and part-time or seasonal employment by business status is presented in Table 1.

Of the 1,275 firms reporting full-time employees, 867 firms (68.0%) reported 1 to 4 employees, with 735 (84.8%) of these firms being classified as Northern.

Of the 218 firms (17.1%) reporting 5 to 9 employees, 192 (88.1%) are Northern while 85 (81.7%) of 104 firms (8.2% of total 1,275 firms) reporting 10 to 19 employees are classified as Northern.

Of 57 (4.5%) firms reporting 20 to 49 employees, 36 (63.2%) are classified as Northern.

There were only 29 firms (2.3%) reporting 50 or more full-time employees. Of these 29 firms, 21 (72.4%) are classified as Northern, 4 (13.8%) are classified as Northern Native and 4 (13.8%) are classified as Other.

There are 1,115 firms reporting part-time or seasonal employees. Of these 1,115 firms, 803 firms (72.0%) reported less than five employees of which 691 (86.1%) were classified as Northern.

Of the 177 firms (15.9%) reporting 5 to 9 employees, 151 (85.3%) were classified as Northern, while of 80 (7.2%) firms reporting 10 to 19 employees, 54 (67.5%) were Northern.

There were 42 (3.8%) firms reporting 20 to 49 employees, of which 32 (76.2%) were classified as Northern.

The remaining 13 firms (1.2%) reported 50 or more part-time employees. Of these 13 firms, 8 (61.5%) are classified as Northern, 4 (30.8%) as Northern Native, and 1 (7.7%) as Other.

TABLE 2. NUMBER OF NORTHERN BUSINESSES : INDUSTRY SECTOR BY BUSINESS STATUS

INDUSTRY SECTOR	BUSINESS STATUS			TOTAL	
	NORTHERN	NORTHERN NATIVE	OTHER	NUMBER OF FIRMS	PERCENT
PRIMARY	25	16	2	43	3.0%
MANUFACTURING	23	4	2	29	2.1%
CONSTRUCTION	106	48	3	157	11.1%
TRANSPORTATION, COMMUNICATION AND OTHER UTILITIES	145	29	5	179	12.7%
TRADE	396	41	1	438	31.0%
FINANCE, INSURANCE AND REAL ESTATE	62	1	-	63	4.5%
COMMUNITY, BUSINESS AND PERSONAL SERVICE	412	50	7	469	33.2%
PUBLIC ADMINISTRATION	19	16	-	35	2.5%
TOTAL	1,188 84.1%	205 14.5%	20 1.4%	1,413	100.0%

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics

September, 1987

INDUSTRY SECTOR

The 1,413 businesses were assigned to eight industry sectors according to the 1970 Standard Industrial Classification. There are 469 firms (33.2%) in the Community, Business and Personal Service group, 438 firms (31.0%) in the Trade group, 179 firms (12.7%) in the Transportation, Communication and Other Utilities group and 157 firms (11.1%) in the Construction group.

The Primary group consists of 43 firms (3.0%), while there are 29 firms (2.1%) in the Manufacturing group, 63 firms (4.5%) in the Finance, Insurance and Real Estate group, and 35 (2.5%) firms in the Public Administration group, for a total of 170 firms (12.0%) in these 4 groups.

Table 2 presents the number of firms in each industry sector by business status.

Of the 469 firms in the Community, Business and Personal Services group, 412 (87.8%) are classified as Northern, 50 (10.7%) as Northern Native and 7 (1.5%) as Other.

Of the 438 firms in the Trade group, 396 (90.4%) are classified as Northern, 41 (9.4%) as Northern Native and 1 (0.2%) as Other.

Of the 179 firms in the Transportation, Communications and Other Utilities group, 145 (81.0%) are classified as Northern, 29 (16.2%) as Northern Native and 5 (2.8%) as Other.

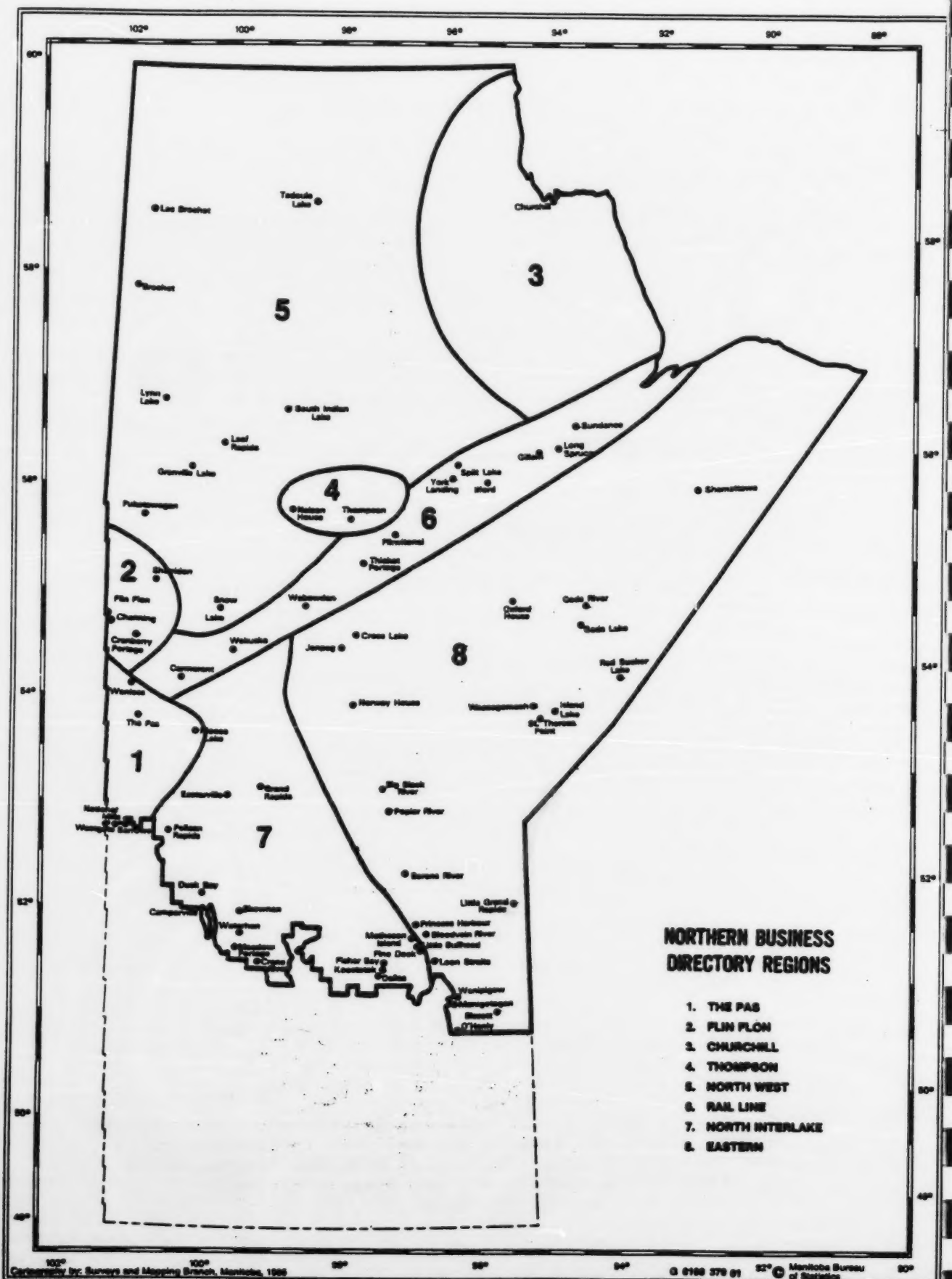
For the 157 firms in the Construction group, 106 (67.5%) are classified as Northern, 48 (30.6%) as Northern Native and 3 (1.9%) as Other. These 48 Northern Native construction firms represent 23.4% of the 205 Northern Native businesses.

Of the 43 firms in the Primary group, 25 (58.1%) are classified as Northern, 16 (37.2%) as Northern Native, and 2 (4.7%) as Other.

For the 29 firms in the Manufacturing group, 23 (79.3%) are classified as Northern, 4 (13.8%) as Northern Native, and 2 (6.9%) as Other.

Of the 35 firms in the Public Administration group, 19 (54.3%) are classified as Northern and 16 (45.7%) Northern Native. There are no firms falling into the Other classification.

For the 63 firms in the Finance, Insurance and Real Estate group, 62 (98.4%) firms are classified as Northern, with the one remaining firm classified as Northern Native. There are no firms falling into the Other classification.



REGION

The postal code of the 'business' address was used in assigning the firm to one of the eight Northern Business Directory regions (as shown on map opposite page). Information on the location of businesses is shown in Table 3.

TABLE 3. NUMBER OF NORTHERN BUSINESSES : BUSINESS STATUS BY REGION

BUSINESS STATUS	R E G I O N								TOTAL
	THE PAS	FLIN FLON	CHUR- CHILL	THOMPSON	NORTH- WEST	RAIL LINE	NORTH INTER- LAKE	EAST	
NORTHERN	282	240	52	315	133	64	43	39	1,188
NORTHERN NATIVE	21	2	7	19	16	21	50	69	205
OTHER	5	2	2	4	4	1	1	1	20
TOTAL	308 21.8%	244 17.3%	61 4.3%	338 23.9%	153 10.8%	86 6.1%	94 6.7%	129 9.1%	1,413 100.0%

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics

September, 1987

The Thompson region, with 338 firms, has the largest number of firms, comprising 23.9% of the total. This region also contains the highest number of Northern firms with 315, accounting for 26.5% of the total 1,188 Northern firms.

The Pas region ranks second in terms of number of firms, with 308, or 21.8%. This region has the second highest number of Northern firms with 282 or 23.7% of the total.

Churchill, the Rail Line and the North Interlake regions have the fewest number of firms, with 61 (4.3%), 86 (6.1%) and 94 (6.7%) firms respectively.

Most of the 205 Northern Native firms are located in the East and North Interlake regions with 69 (33.7%) and 50 (24.4%) firms respectively.

Of the 20 firms classified as Other, the The Pas region contains the largest proportion, with 5 firms, accounting for 25.0% of the total.

The Flin Flon region is dominated by Northern firms with 240 firms, representing 98.4% of the 244 firms located in this region.

TABLE 4. NUMBER OF NORTHERN BUSINESSES : REVENUE BY BUSINESS STATUS

REVENUE (\$ 000'S)	BUSINESS STATUS			TOTAL	
	NORTHERN	NORTHERN NATIVE	OTHER	NUMBER OF FIRMS	PERCENT
NOT ANSWERED	359	70	6	435	30.8%
1 TO 24	117	32	2	151	10.7%
25 TO 99	232	36	-	268	19.0%
100 TO 499	293	43	5	341	24.1%
500 TO 999	103	16	-	119	8.4%
1000 TO 2999	59	6	2	67	4.7%
3000 TO 4999	11	2	1	14	1.0%
5000 OR MORE	14	-	4	18	1.3%
TOTAL	1,188	205	20	1,413	100.0%

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics

September, 1987

REVENUE

The distribution of Annual Gross Revenue for 7 income categories by business status is shown in Table 4. For the 978 businesses that provided their gross revenue, 829 (84.8%) were Northern with an average (median) revenue of \$190 thousand, 135 (13.8%) were Northern Native with an average (median) revenue of \$99 thousand, and 14 (1.4%) were Other with an average (median) revenue of \$1.5 million.

Based upon the 978 businesses that did provide data on their gross revenue, it is estimated that the total revenue of all 1,413 businesses in Northern Manitoba is \$1,203 million with the average (median) annual revenue being \$183 thousand.

The category \$100,000 to \$499,000 has the highest number of businesses with 341 (24.1% of all firms or 34.9% of firms that reported revenue). Of these businesses, 293 (85.9%) are classified as Northern, 43 (12.6%) as Northern Native and the remaining 5 (1.5%) firms are classified as Other.

The second highest number of businesses were recorded in the \$25,000 to \$99,000 category with 268 firms (19.0% of all firms or 27.4% of firms that reported revenue). The greatest number of these firms are classified as Northern, with 232 firms or 86.6% of the total. There are 36 firms (13.4%) classified as Northern Native and there are no firms classified as Other.

The category \$3,000,000 to \$4,999,000 has the fewest number of businesses, with 14 firms accounting for only 1.4% of the total number of firms that reported revenue. In this category 11 (78.6%) firms are Northern, 2 (14.3%) are Northern Native and 1 (7.1%) is in the Other classification.

The \$5,000,000 and over category has the second lowest number of businesses, with 18 firms comprising 1.8% of the total number of firms reporting revenue. Of these 18 firms, 14 (77.8%) are classified as Northern and 4 (22.2%) as Other. There are no Northern Native firms in this category.

TABLE 5. NUMBER OF NORTHERN BUSINESSES : COMMERCIAL AND INDUSTRIAL CAPABILITIES BY BUSINESS STATUS

CAPABILITIES	BUSINESS STATUS			TOTAL	
	NORTHERN	NORTHERN NATIVE	OTHER	NUMBER OF FIRMS	PERCENT
HEAVY CONTRACTOR	48	42	2	92	6.5%
BUILDING CONTRACTOR	95	47	1	143	10.1%
HEAVY EQUIPMENT	181	74	7	262	18.5%
ACCOMMODATION AND FOOD SERVICE	187	33	2	222	15.7%
TRANSPORTATION	193	42	5	240	17.0%
WOOD AND LOGGING	15	20	1	36	2.5%
SUPPLY AND SERVICE TO INDUSTRY	167	14	2	183	13.0%
RETAIL OR WHOLESALE	452	50	3	505	35.7%
OTHER	354	66	11	431	30.5%
TOTAL	1,692	388	34	2,114	
AVERAGE (MEAN) NUMBER OF CAPABILITIES	1.4	1.9	1.7	1.5	

NOTE : PERCENTAGES ARE BASED ON 1413 FIRMS.

DATA SOURCE : Manitoba Sourcing Directory : Northern Business

Manitoba Bureau of Statistics

September, 1987

COMMERCIAL AND INDUSTRIAL CAPABILITIES

The businesses were asked to provide information on the types of services that they are capable of providing. The 9 categories and number of firms providing each service is shown in Table 5. There are a number of businesses that indicated more than 1 category as the total of 2,114 services for the 1,413 firms indicates an average of 1.5 capabilities.

The Retail or Wholesale Trade category recorded the highest number of firms with 505 (35.7% of 1,413) indicating this type of business. Of these 505 firms, 452 (89.5%) are classified as Northern, while only 50 (9.9%) are classified as Northern Native and 3 (0.6%) as Other.

The second highest number of businesses was recorded in the Other capabilities category with 431 (30.5%) firms. This category includes businesses such as professionals, financial institutions, local administrations, etc. Of these 431 firms, 354 (82.1%) are classified as Northern, 66 (15.3%) are classified as Northern Native and only 11 (2.6%) have the Other business status.

The category with the next highest number of firms is Heavy Equipment with 262 firms (18.5%). Of these firms, 181 (69.1%) are Northern, 74 (28.2%) are Northern Native, and 7 firms (2.7%) are classified as Other.

The Transportation category contains 240 firms (17.0%). One hundred and ninety-three of these firms (80.4%) are classified as Northern, 42 (17.5%) as Northern Native, and 5 (2.1%) as Other.

The Accommodation and Food Service category has 222 firms, (15.7%), while the Supply and Service to Industry category has 183 businesses (13.0%).

The category with the lowest number of firms is Wood and Logging with 36 firms (2.5%). Of these 36 firms, 20 (55.6%) are classified as Northern Native, 15 (41.7%) as Northern and 1 (2.8%) as Other.

The largest concentration of Northern classified businesses was found to be in the Retail or Wholesale category, with 452 firms representing 26.7% of the total, while the greatest proportion of Northern Native businesses were found to be engaged in businesses falling under the Heavy Equipment category, with 74 firms (19.1%). Businesses classified as Other were most commonly found in the Other category, with 11 firms representing (32.4%) of the total.

Manitoba Sourcing Directory

Company Profile Northern Business

Manitoba
Industry, Trade
and Technology



SECTION A — GENERAL INFORMATION

1 Company Name

2 Alternate Name (if applicable)

3 Mailing Address (P.O. Box, Community, Postal Code)

4 Telephone Number

5 Year Established

6 Executive Officer

7 Main Contact Person

8 Total number of **full-time** employees (at present time)

1 — 4	5 — 9	10 — 19	20 — 49	50 — 99	100 — 249	250 — 499	500+
()	()	()	()	()	()	()	()

9 Total number of **part-time/seasonal** employees (average for previous year)

1 — 4	5 — 9	10 — 19	20 — 49	50 — 99	100 — 249	250 — 499	500+
()	()	()	()	()	()	()	()

10 Annual Gross Revenue (\$000) (for previous fiscal year)

1 — 24	25 — 99	100 — 499	500 — 999	1000 — 2999	3000 — 4999	5000+	Not Applicable
()	()	()	()	()	()	()	()

11 Business Status

() Manitoban () Northern () Northern Native

() Other (specify) _____

12 Indicate type of business and complete appropriate section(s)

() Heavy Contractor (section B)	() Building Contractor (section C)
() Heavy Equipment (section D)	() Accommodation/Food Service (section E)
() Transportation (section F)	() Wood and Logging (section G)
() Supply and Service to Industry (section H)	() Retail/Wholesale Trade (section I)
() Other (specify and indicate any services or products that you do provide) _____	

SECTION B — HEAVY CONTRACTORS

1. Does your firm provide

	YES	NO
Industrial Mechanical contracting	()	()
Highway and heavy contracting	()	()

2. Indicate the type(s) of construction undertaken by your firm:

() Winter roads	() Right-of-Way clearing
() Highways, streets and bridges	() Transmission line construction
() Waterworks and sewage systems	() Gas/oil structures
() Excavating and grading	() Pipeline construction
() Hydro electric power plants	() Structural and related work
() Other (specify) _____	() Airport/landing fields

Complete section D

SECTION C — BUILDING CONTRACTORS

1. Does your firm provide

	YES	NO
General contracting	()	()
Residential building and renovating	()	()
Non-residential building and renovating	()	()
Building trades contracting	()	()

2. Which of the following do you provide:

() Construction project management	() Electrical work
() Structural and related work	() Interior and finishing work
() Concrete pouring, finishing, installation	() Site work
() Exterior close-in work	() Landscaping
() Plumbing and heating	() House and building moving
() Other (specify) _____	

Complete section D

SECTION D — HEAVY EQUIPMENT

1 Which of the following types of equipment does your firm have? (Indicate number of each type.)

Grader

Skidder

Dozer

Loader

BUCKET SIZE (cu. yd.)

Wheel

Wheel

Up to
2 yd.

2-4
yd.

Over
4 yd.

Track

Track

Dump truck

Back hoe

Single

Wheel

Tandem

Track

Dump trailer

Shovel/dragline

Generator

Scraper

Compactor

Motorized

Equipment transporter

Pulled

Batch plant

Cranes

Mixer truck

Welding equipment

Crusher

Bombardier/swamp buggy

Screener

Snowmachine

Air compressors

Industrial camp

Service truck van

Mobile office

Other (specify)

Camp facilities

SECTION E — ACCOMMODATION/FOOD SERVICE

Do you operate

() Hotel/Motel

() Outfitter or Lodge

() Guest House

() Restaurant

() Camping Travel Trailer Park

() Take out food

() Trailer Park

() Catering

() Work Camp accommodation

() Other (specify) _____

SECTION F — TRANSPORTATION

Which of the following does your firm provide:

() Water transport

() Bus-chartered

Truck Transport

() Bus-scheduled

() General freight

() Bus-school

() Moving

() Air-chartered

() Bulk liquid

() Air-scheduled

() Dry bulk

() Taxi

() Forest products

() Other (specify) _____

SECTION G — WOOD AND LOGGING

1. Is your firm active in:

	YES	NO
Logging industry	()	()
Wood industry	()	()

2. Which of the following does your firm provide:

- | | |
|---------------------------|--------------------|
| () Contract logging | () Rough lumber |
| () Fuel wood cutting | () Dressed lumber |
| () Pulpwood cutting | () Millwork |
| () Saw logs | |
| () Other (specify) _____ | |

SECTION H — SUPPLY AND SERVICE TO INDUSTRY

1. Which of the following does your firm provide:

- | | |
|----------------------------|--------------------------|
| () Bulk fuel | () Financial management |
| () Cement | () Janitorial services |
| () Sand and gravel | () Camp provisioning |
| () Surveying | |
| () Repair (specify) _____ | |
| Parts (specify) _____ | |
| Other (specify) _____ | |

SECTION I — RETAIL

Please indicate the **major** retail service your firm provides:

- | | |
|----------------------------------|---|
| () Food Store | () Florist/Garden Centre |
| () Pharmacy | () Lumber |
| () Books/Stationery | () Hardware |
| () General Store | () Sporting Goods |
| () Department Store | () Jewellery Store |
| () Clothing | () Camera/Photography |
| () Shoes | () Toy/Souvenir |
| () Barber/Beauty Shop | () Vending Machines |
| () Household Furnishings | () Laundry/Cleaner |
| () Furniture | () Travel Services |
| () Appliances | () Motion Picture/Video Distribution |
| () Automotive Parts/Accessories | () Motion Picture Exhibition |
| () Other (specify) _____ | () Sports/Recreational Club or Service |

Completed By

Title

Telephone #

Date